



U.S.-PANAMA TRADE PROMOTION AGREEMENT

Michigan Farmers Will Benefit

September 2011

The U.S. agricultural sector has a great deal to gain from the pending U.S.-Panama Trade Promotion Agreement, known as the Panama TPA. The agreement will immediately eliminate duties on nearly 50 percent of current U.S. exports and gives U.S. exporters improved access to the Panamanian market for many products that have been highly protected. U.S. agricultural exports to Panama in 2010 exceeded \$450 million.

The Panama TPA agreement eliminates tariffs and other barriers on most agricultural products, increasing export opportunities for a range of Michigan's agricultural products, including dairy, soybeans, and corn. Michigan's agricultural exports to all countries, estimated at \$1.8 billion in 2010, supported about 15,100 jobs, both on and off the farm. These export sales make an important contribution to Michigan's farm economy, which had total cash receipts of \$6.5 billion in 2010.

Dairy Products

- U.S. exporters will have immediate duty-free access to nine preferential dairy TRQs, totaling 3,986 tons. These include 2,625 tons of skim milk powder, 728 tons of cheese, 263 tons of ice cream, and 370 tons of other dairy products. These quantities will grow by 4 or 5 percent each year and the over-quota tariffs, which range from 15 percent for ice cream to 50 percent for milk powders, will be phased out in 15 to 17 years.
- U.S. dairy exporters will continue to have access to the global TRQs for 3,830 tons of milk powder and 3,782 tons of cheese that are part of Panama's WTO commitments.
- Panama will immediately eliminate its 30-percent tariff on dried whey products. The tariffs on most other dairy products, which are currently as high as 140 percent, will be phased out over 15 years.
- Panama has already implemented a December 2006 bilateral agreement with the United States on sanitary/phytosanitary measures (SPS), recognizing the equivalence of the U.S. food safety systems for processed foods, including dairy products, and streamlining its product registration system for packaged foods. This will allow U.S. food processors to export dairy products to Panama without burdensome paperwork and without having each facility and shipment inspected by Panamanian authorities.

Corn

- Panama will provide immediate duty-free access for corn with a 298,700-ton tariff-rate quota (TRQ) that will grow 3 percent annually. The 40-percent over-quota tariff will be eliminated in 15 years.
- The current zero-tariff treatment for crude corn oil will be locked in place immediately. For refined corn oil, Panama will provide immediate duty-free access within a 368-ton TRQ that grows each year by 5 percent. The 30-percent over-quota tariff on refined corn oil will be phased out within 10 years.

Soybeans and Products

- Panama's current zero-tariff treatment for soybeans and soybean meal will be locked in place immediately upon implementation of the agreement.
- The current zero-tariff treatment for crude soybean oil will also be locked in place immediately, while the 20-percent tariff on refined soybean oil will be phased out in 15 years.

Vegetables and Vegetable Products

- Panama's tariffs on nearly all frozen and processed vegetables, currently 15 percent, will be eliminated immediately, while tariffs for most fresh vegetables will be eliminated in 10-15 years.

- Panama will establish an 816-ton, duty-free preferential TRQ for fresh onions, growing 2 percent annually. The tariffs on dried and processed onions will be eliminated immediately.
- The tariff on potato chips will be eliminated immediately and the tariffs on potato flakes and other potato preparations will be phased out in 5 to 10 years. Panama will establish a 3,640-ton, duty-free preferential TRQ for frozen precooked French fries. This will grow by 4 percent annually and the over-quota tariff will be eliminated in 5 years. Panama will also establish a 765-ton, duty-free preferential TRQ for fresh potatoes that will grow 2 percent annually.
- Panama will immediately eliminate its 15-percent tariffs on most dried beans. For kidney beans, Panama will provide immediate duty-free access within a preferential TRQ that starts at 795 tons and grows 6 percent annually. The 15-percent over-quota tariff will be phased out in 12 years.

Fruits and Fruit Products

- Panama will immediately eliminate its tariffs on nearly all fresh and processed fruits and fruit products, including cherries, pears, plums, prunes, grapes, raisins, blueberries, apples, and apple juice.
- The 15-percent tariff on strawberries will be phased out in 10 years. The 10-percent tariffs on most dried fruits will be eliminated in 5 years, and the 15-percent tariffs on many single strength fruit juices and juice mixtures will be phased out over 5 to 15 years.

Sugar and Sweeteners

- Panama's tariffs on sugar and sweetener products range from zero to 144 percent.
- Panama's tariff on high-fructose corn syrup and raw cane and refined sugar will be zero immediately, while the duties on other sugar and sweetener products will be eliminated within 15 years.
- The United States will establish a 505-ton duty-free TRQ for Panama for sugar and sugar products covered by the U.S. World Trade Organization (WTO) TRQ, with the quantity growing by five tons every year.
- Provisions will ensure that Panama will only ship when it is a net surplus exporter, and provisions will allow alternative forms of compensation to be established to facilitate sugar stock management by the United States.
- The United States has also agreed to provide a 6,060-ton TRQ for raw sugar growing by 60 tons every year for 10 years and a 500-ton TRQ for specialty sugar that does not grow.
- These TRQs are also subject to the sugar compensation mechanism; however Panama does not need to be a net exporter to qualify for the raw and specialty TRQs.
- The United States will not reduce the out-of-quota duty for sugar and sugar products covered by these TRQs.

Michigan		
Principal Agricultural Products and Exports, 2010		
Product	Cash Receipts (2010 calendar year)	Exports (2010 fiscal year)
Total	\$6.5 billion	\$1.8 billion
Dairy Products	\$1.4 billion	\$152 million
Feed Grains	\$1.0 billion	\$276 million
Soybeans and Products	\$866 million	\$589 million
Vegetables and Vegetable Products	\$442million	\$158 million
Fruits and Fruit Products	\$303 million	\$145 million
	Source: USDA-NASS	Source: USDA-ERS

For questions about the U.S.-Panama Trade Promotion Agreement and its impact on U.S. agriculture, please contact FAS Public Affairs at (202) 720-7115 or LPA@fas.usda.gov.